But stylists are predicting trend to lighter colors in '83

Charcoal gray tops Chrysler's chart

DETROIT. — For the first time, charcoal gray topped Chrysler Corp.'s color popularity chart for exterior paints.

The trend toward the subtle, more sophisticated gray tone was clear by mid-1982 model year as nearly 12 percent of new-car buyers chose charcoal gray cars.

White, the second most popular choice, represented 9 percent of sales. Red, blue metallic and cream rounded out the top five colors, which accounted for nearly half of all new cars sold, Chrysler reported.

Buyers of Imperial and Omni/Horizon exhibited a preference for blue. Light blue was chosen by 26 percent of all Imperial customers and blue by more than 24 percent of the Horizon four-door hatchback owners.

Top color choice for car interiors was red, followed by tan, silver and blue. These represented 89 percent of all sales.

In the 1983 model year, Chrysler expects light metallic colors to increase in popularity.

"A new beige metallic exterior with a sable, brown or a beige/sable brown interior as featured on both the Imperial and Omni is expected to be a favorite," Dudley Smart, of Chrysler's Design Office, predicted.

A close second is expected to be silver "inside and out" on the Dodge 600-ES entry. "It's a perfect color for that model," Smart said. He also sees light blue metallic and the ever-popular white remaining in demand.

• Another '83 favorite is expected to be a new crimson red, on the Chrysler LeBaron convertible (with white-and-red interior) and Plymouth Turismo, Smart projected.

Designers work with color and fabric organizations in the years leading up to each model introduction and anticipate what colors will be in fashion.

Color judgment isn't everything; different materials accept certain colors differently. Color decisions are also influenced by what looks good on a particular model. As many as 100 persons from design, marketing and other departments are involved.

"The way a car is featured in ads and dealer brochures can influence which colors sell well," Smart said. For example, the 1981 Mirada was put on the market with a dark blue exterior, white convertible-look top and a combination white and blue interior.

"The color combination ordinarily doesn't do all that well," he said, "but when it was simultaneously featured and displayed in dealerships, it did very well."

What is most important is that color combinations fit each car.

Designers are able to forecast some preferences. Small-car buyers generally select lighter colors. Larger-car owners lean toward darker colors.

Climate also plays a role. In Southern and Western states, lighter colors are popular because they reflect the sun's rays. Interiors in these areas also tend to be light.

Volvo prices up $240 to $580; 2.7 pct. average

ROCKLEIGH, N. J. — Prices of '83 Volvo models in the U. S. have been increased $240 to $580 over the final stickers on the '82 units. Volvo of America said the hike averages 2.7 percent on a sales-weighted basis.

The $240 boost is on the GL four-door sedan and station wagon. The $580 hike applies to the GLT Turbo models with automatic transmission. GLT Turbo units with overdrive are up $555.

Destination charges were raised $15 per car and now stand at $295.

Still to be priced is the new GLE-760 four-door sedan, which is scheduled to be introduced Nov. 15. It is expected to carry a sticker of about $19,000, making it the highest-priced Volvo.

In the DL series, the two-door sedan is $10,650, up $340. The four-door sedan is $11,085, and the wagon is $11,585, up $300 each.

In the GL gasoline-engine line, the four-door is $14,495, and the wagon is $14,995. As noted, the increase is $240 on each.

GLT Turbo prices start at $16,050 for the two-door sedan. The four-door is $16,360, and the wagon is $16,860. All models are up $555.

The GL diesel four-door sedan and wagon are up $350 at $14,980 for the sedan and $15,480 for the wagon.

Automatic transmission is $390 on DL, GL (gas) and GLT Turbo models, up from $365 for '82. The GL diesel offers automatic transmission at $260, up from $190 last year.

Aug. registrations trail 1981 level by 13.27 percent

Continued from Page 6

up 0.51 percentage points, to 16.92 percent from 16.41 percent; imports were up 0.68 percentage points, to 29.75 percent from 29.07 percent, and miscellaneous domestics were up 0.01 percentage points, to 0.04 percent from 0.03 percent.

For the same period, GM was down 0.57 percentage points, Chrysler was down 0.22 percentage points, and AMC was off 0.41 percentage points.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. statistical report

AUGUST '82 VS. AUGUST '81

	1982 August	1982 Year	1981 August	1981 Year
AMC Spirit	905	12,954	2,284	24,814
Concord	1,161	14,219	2,239	26,978
Concord SW	435	5,777	764	9,676
Eagle 4WD	317	4,023	344	4,506
Eagle 4WD SW	1,141	11,647	922	10,429
Eagle SX4 4WD	485	7,598	1,104	12,381
TOTAL AMC	4,444	56,218	7,657	88,784
Chrysler LeBaron '81			2,947	27,408
LeBaron '81 SW			299	4,782
LeBaron FWD	6,309	52,609		
LeBaron SW FWD	1,037	4,802		
Cordoba	1,259	9,731	1,740	18,886
Newport			151	3,858
New Yorker '81			257	5,265
New Yorker	5,418	36,818		
Imperial	123	1,867	355	3,708
Total	14,146	105,827	5,749	63,937
Plymouth Horizon FWD	6,220	55,492	10,799	95,755
Reliant FWD	7,274	69,361	12,481	94,119
Reliant SW FWD	2,950	27,847	6,136	37,590
Gran Fury '81			280	6,327
Gran Fury	1,298	12,035		
Total	17,742	164,735	29,696	233,791
Dodge Omni FWD	5,844	51,259	10,160	76,246
Aries FWD	5,096	49,422	9,823	72,152
Aries SW FWD	2,410	22,456	4,540	28,613
Dodge 400 FWD	2,364	16,852		
Diplomat	2,095	16,713	2,483	18,374
Diplomat SW	5	67	120	2,394
Mirada	532	4,778	1,058	10,925
St. Regis			217	4,480
Total	18,346	161,547	28,401	213,184
Total Chrysler Corp.	50,234	432,109	63,846	510,912
Ford Escort FWD	20,926	171,381	11,218	119,446
Escort SW FWD	6,089	53,994	7,878	83,117
EXP FWD	2,558	26,985	6,194	30,099
Pinto			282	9,018
Pinto SW			56	2,672
Fairmont	8,639	81,108	9,652	96,426
Fairmont SW	32	1,997	4,100	36,614
Granada	5,034	48,450	6,920	66,870
Granada SW	3,677	26,802		
LTD	6,754	34,967	5,063	37,161
LTD Crn. Victoria	3,867	26,612	3,495	25,820
Ford SW	1,634	13,887	1,499	13,709
Mustang	8,774	75,430	9,728	109,347
Thunderbird	3,564	28,376	5,516	48,814
Total	71,548	591,989	71,621	679,113
Lincoln Town Car	2,842	21,499	1,947	19,151
Mark VI	1,768	15,725	1,994	20,517
Continental	1,114	13,683		
Total	5,724	50,907	3,851	39,668
Mercury Lynx FWD	6,198	50,538	4,087	41,930
Lynx SW FWD	1,394	13,428	2,121	24,231
LN7 FWD	744	9,386	2,260	9,974
Bobcat			49	2,056
Bobcat SW			11	474
Zephyr	2,023	25,661	2,170	30,607
Zephyr SW	11	785	885	9,092
Cougar	2,636	22,459	3,338	28,821
Cougar SW	1,195	10,954		
Marquis	799	5,860	768	5,178
Marquis Brougham	1,570	11,806	1,148	7,896
Grand Marquis	3,045	22,005	1,999	14,685
Marquis SW	867	6,407	451	4,621
XR7	1,284	10,255	2,660	19,478
Capri	2,119	18,940	3,804	34,372
Total	23,885	208,484	25,760	2,334,415
Linc. Merc. Div. Total	29,609	259,391	29,611	273,083
TOTAL FORD MOTOR CO.	101,157	851,380	101,232	952,196

	1982 August	1982 Year	1981 August	1981 Year
Buick Skylark FWD	10,737	98,340	17,402	135,729
Skyhawk FWD	4,294	23,603		
Century '82 FWD	7,503	53,704		
Regal/Century	15,306	135,246	26,878	218,359
Regal/Century SW	1,239	9,765	1,158	11,253
Le Sabre	2,703	19,164	2,086	14,450
Le Sabre Limited	5,498	38,558	4,306	29,507
Electra	3,724	34,922	4,645	34,714
Buick SW	1,191	9,701	831	7,157
Riviera FWD	2,575	26,945	4,486	30,428
Total	54,770	449,948	61,792	481,597
Cadillac de Ville	8,506	67,233	8,916	63,752
Cimarron FWD	826	8,073	2,000	3,924
Fleetwood & Chas.	2,309	23,507	2,454	22,852
Eldorado FWD	3,777	34,574	4,082	33,012
Seville FWD	1,148	13,315	1,456	15,343
Total	16,566	146,702	18,908	138,883
Chevrolet Chevette	19,905	151,425	30,375	257,074
Camaro	16,160	115,870	9,865	73,840
Monza			272	15,670
Cavalier FWD	5,550	56,574	8,112	15,549
Cavalier SW FWD	1,666	16,443	2,775	5,740
Citation FWD	12,753	127,530	24,557	211,375
Malibu	4,710	46,890	12,417	111,683
Malibu SW	3,419	27,379	5,118	40,495
Celebrity FWD	6,584	51,977		
Monte Carlo	6,870	64,669	14,537	109,231
Impala	4,077	36,245	5,958	41,874
Caprice	7,739	63,233	8,860	62,073
Chevrolet SW	3,578	28,849	4,252	30,590
Corvette	1,754	14,831	2,935	21,525
Total	94,765	801,915	130,033	996,719
Oldsmobile Omega FWD	5,159	48,580	9,990	73,882
Firenza FWD	2,322	14,220		
Cutlass Ciera FWD	6,573	50,905		
Cutlass Salon '81			11,675	111,903
Cutlass Sup/Calais '81			25,038	181,023
Cutlass Sup/Calais	18,446	170,655		
Cutlass SW	1,445	13,920	2,677	22,526
Delta 88	598	6,106	1,064	8,056
Delta Royale	12,642	94,608	13,374	85,421
98	4,855	51,028	5,977	49,711
Oldsmobile SW	1,377	12,907	1,300	11,804
Toronado FWD	2,064	20,466	3,678	24,354
Total	55,481	493,395	74,773	568,690
Pontiac T1000	3,547	32,771	8,138	29,800
Firebird	8,470	63,956	5,284	40,732
Sunbird			278	27,765
J2000 FWD	3,475	29,291	7,187	15,422
J2000 SW FWD	583	4,917	1,237	2,718
Phoenix FWD	3,108	33,327	6,331	59,105
LeMans/Bonn.	4,768	39,463	3,622	33,946
LeMans/Bonn. SW	1,139	9,723	2,316	16,220
6000 FWD	3,842	27,233		
Grand Prix	6,442	56,382	12,444	87,303
Catalina	6	433	536	4,753
Bonneville '81	25	1,631	4,815	29,158
Bonn. '81 Brougham	40	1,412	3,643	22,360
Pontiac SW	4	451	910	6,180
Total	35,449	300,990	56,741	375,462
TOTAL GM CORP.	257,031	2,192,950	342,247	2,561,351
(Checker)	201	1,611	262	1,559
Misc. Domestic	218	1,825	315	1,963
Domestic Station Wagon Total	38,518	334,905	52,356	422,697
Domestic Grand Total	413,084	3,534,482	515,297	4,115,206
Import Total	214,290	1,497,322	205,507	1,686,331
Grand Total All Registrations	627,374	5,031,804	720,804	5,801,537

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Registrations for Oklahoma not available.

Mack offering new family of transmissions

ALLENTOWN, Pa. — Mack Trucks, Inc., has announced a new family of heavy-truck transmissions, consisting of five high-torque capacity triple countershaft units which utilize overdrive gear ratios needed with new fuel-efficient, low-speed engines.

The new T-200 models will be available in nine-and-10-speed versions, with production set for January startup, and five-and-six-speed units, which are scheduled to go into production next April.

Robert F. Zalokar, senior vice president of product and engineering, said the nine-and-10-speed models are Mack's first range-type units, and represent the company's first significantly new transmissions since the Maxitorques were introduced in 1966.

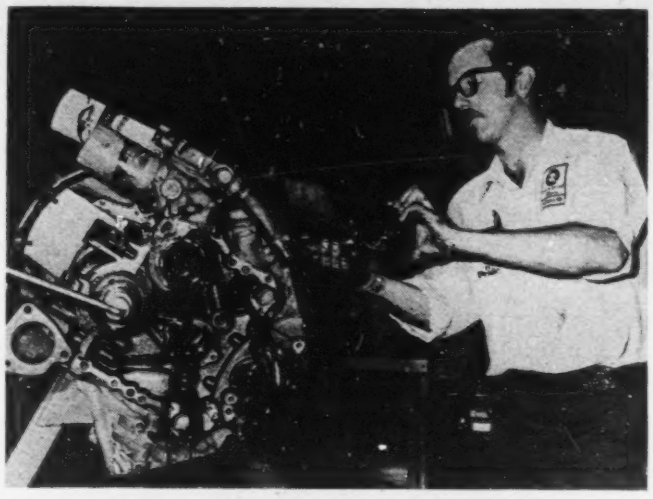
The range design allows sequential shifting of the main gears, and then repeats those shifts after a single compound range shift is completed. In contrast, the current splitter-type 107 series alternates gear selection between the main and compound through the entire gear-shift sequence.

A standard "H" shift pattern is featured with single stick control. The T-2060 (six-speed), TK-2060 (six-speed with extra low gear), T-2090 (nine-speed) and T-2100 (10-speed) units all have an air-shifted compound section with a stick-mounted selector.

• The nine-and-10-speed versions, Kalokar said, utilize a long-life synchronizer for rapid and smooth range selection. All models use a new one-piece aluminum main case with integral bell housing and cast iron bearing retainers.

Zalokar said the new transmissions are lighter, shorter and stronger than their predecessors, and that the 1,700 foot pounds of torque capacity shared by all

Continued on Page 22, Col. 5



Disassembling a 300,000-mile diesel

A technician at Detroit Diesel Allison, Romulus, Mich., disassembles an 8.2-liter Fuel Pincher diesel for an inspection of its parts after 300,000 miles of service in a medium truck used to haul newspapers 450 miles a day in Texas over the last two years.

8.2 liter 'Intercity' joins Detroit Diesel's lineup

By Jack Walsh
Truck Editor

ROMULUS, Mich. — The "Intercity," a new model of its 8.2-liter Fuel Pincher diesel, has been announced by Detroit Diesel Allison for medium trucks.

Donald C. McMillan, the division's diesel-engine sales director, called the newcomer "an engine that meets the imports on their own terms and beats them at their own game."

The Intercity is a 156-HP, turbocharged Fuel Pincher with smaller injectors than earlier models.

"In one 2,000-mile test," McMillan said at a press conference at which the durability of the 8.2-liter diesel was demonstrated, "the Intercity delivered 12.9 percent better fuel economy than our 165-HP naturally aspirated engine doing the same job."

Advertising for the new engine, he added, will say: "It's the only engine that gets better fuel economy than the Fuel Pincher."

The Intercity brings to five the number of HP ratings available in the 8.2-liter series. It is designed for medium-duty trucking applications from pick-up and delivery to line-haul operations, McMillan said.

• "This new model will give us a fuel-efficient 8.2 diesel for virtually any application in medium-duty trucks and buses that anyone could ask for, and they're all the same basic Fuel Pincher design," McMillan said.

All 8.2-liter engines carry the same warranty — 24 months or 50,000 miles, including the full

Continued on Page 22, Col. 3

Cummins acquires Bendix big-diesel controls operation

SOUTHFIELD.—Bendix Corp. and Cummins Engine Co. have announced that Cummins has obtained the heavy-duty portion of the Bendix diesel-engine controls operation and that Bendix has licensed Cummins to produce a new Bendix-patented electronically controlled fuel injector.

The new injector is being used by Cummins in its development of electronically controlled diesel engines which could be produced in the mid-1980s or later.

Cummins fuel-systems engineers have been working with the Bendix diesel-engine controls group over the past two years in the development of an electronically controlled fuel system, including the electronically controlled injector.

Under terms of the license agreement, Cummins will have exclusive rights to the Bendix injector system for diesels with displacements of 5.5 to 55 liters.

Bendix retains rights to engines up to 5.5 liters for passenger cars and light trucks, and all sizes above 55 liters.

Bendix developed the single-solenoid unitized injector as part of a family of electronically controlled injector systems for direct-injection diesel engines.

The new injectors have appli-

Continued on Page 26, Col. 2

truck personnel

GM Truck & Bus Group names key executives

A number of executive appointments have been announced by the General Motors Worldwide Truck & Bus Group and its Truck & Bus Manufacturing Division. They are:

Charles E. Weitz, truck and bus business planning manager for the group. Since last year, he has been operations manager of Terex Corp. in Hudson, O. Terex was acquired by IBH Holding AG, a West German company, from GM in 1981.

Robert G. Shannon, group comptroller, and **Frank L. Schweibold,** assistant group comptroller responsible for product pricing and forward program activities.

Shannon had been comptroller of the former GMC Truck & Coach Division, which has been merged into the truck/bus group. Schweibold was formerly assistant comptroller at Cadillac.

Thomas A. Maxwell, reliability director, and **Ernest C. Moser,** materials management director for the manufacturing division, which operates plants in seven cities. Both held similar positions with the former GMC division.

Bill J. Carroll, manufacturing division comptroller. He also

Continued on Page 24, Col. 3

R. G. Shannon

T. A. Maxwell

B. J. Carroll

E. C. Moser

truck industry news

August dip is first since January

Registrations decline with light-truck sag

August registrations of new trucks of all types in the U. S. were down slightly from a year ago, marking the first month since January that they failed to exceed the year-earlier count.

During the month, according to R. L. Polk & Co. statistics, 192,666 vehicles were registered, a decline of 0.8 percent from the 194,175 units tallied in the same month in 1981.

Table on Page 26.

For the first eight months of 1982, however, the total was 8.4 percent higher than last year, from 1,469,770 to 1,593,735. Light-truck registrations were up significantly for the period, but big trucks continue to lag.

The decline in August was due to the softening in light-truck sales late in the second quarter.

Light-truck registrations during the month totaled 176,872 units, down 3 percent from July's 182,326 and 16.1 percent below June's 210,736.

Group 1 was up 2 percent from July—103,519 versus 101,461—but was down 7.9 percent from June's 114,612.

Group 2's August total of 72,026 units was 9.4 percent under July's 78,565 and 23.5 percent below June's 94,213.

Group 3 had 1,327 tallies during the month, 42.3 percent off July's 2,300 and 20.6 percent below June's 1,911.

However, light-truck registrations in the first eight months were 11.3 percent higher than a year ago — 1,477,157 versus 1,327,135—and there were good gains in all three weight classifications.

The Group 1 total of 822,768

Continued on Page 26, Col. 2

HD registrations off 17.5 percent; Ford still is No. 1

Registrations of new heavy trucks in the U. S. in the first eight months of 1982 dropped 17.5 percent below last year's total, with Ford clinging to a slim lead over International.

Through August, according to R. L. Polk & Co. statistics, there were 88,108 Groups 7 and 8 registrations, compared with 106,821 in the comparable period a year ago.

The Group 7 count for the eight months was 39,243, a decline of 13.6 percent from last year's 45,400 units. Group 8 tallies were down 20.4 percent, from 61,421 units through August, 1981, to 48,865.

Ford's big-truck registrations climbed to 20,904 units and accounted for 23.72 percent of the industry's eight month total. Its share this year was up 2.71 percentage points from a year ago's 21.01 percent on 22,447 registrations.

No. 2 International had 19,134 tallies through August, good for

Continued on Page 26, Col. 2

U. S. TRUCK REGISTRATIONS
EIGHT MONTHS, 1982 VS. 1981★

	8 mos., 1982	Percent Share of '82 market	8 mos., 1981	Percent Share of '81 market	'82-'81 Change, Pct. pt.
Chevrolet	502,998	31.56	443,995	30.21	+ 1.35
Ford	484,579	30.41	473,054	32.19	− 1.78
Dodge	149,705	9.39	111,873	7.61	+ 1.78
GMC	142,192	8.92	106,193	7.36	+ 1.56
Jeep	38,811	2.43	38,181	2.60	− 0.17
International	29,483	1.85	41,182	2.80	− 0.95
Mack	10,421	0.65	12,585	0.86	− 0.21
Plymouth*	7,165	0.45	10,703	0.73	− 0.28
Kenworth	4,870	0.31	7,087	0.48	− 0.17
Freightliner	4,731	0.30	5,808	0.39	− 0.09
Peterbilt	3,736	0.23	4,120	0.28	− 0.05
Mercedes-Benz	2,006	0.13	2,394	0.16	− 0.03
White	1,490	0.09	1,837	0.12	− 0.03
Western Star	446	0.03	532	0.04	− 0.01
Volvo	413	0.03	1,108	0.08	− 0.05
Autocar	408	0.03	809	0.05	− 0.02
Miscellaneous**	210,281	13.19	206,309	14.04	− 0.85
TOTALS	1,593,735	100.00	1,469,770	100.00	.....

★—No registrations for Oklahoma, 1982 and 1981; Delaware, August, 1981.
*Plymouth trucks are Trail Duster, Voyager and Arrow.
**Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS
EIGHT MONTHS, 1982 VS. 1981★

	8 mos., 1982	Percent Share of '82 market	8 mos., 1981	Percent Share of '81 market	Pct. pt. Change, '82-'81
Ford	20,904	23.72	22,447	21.01	+ 2.71
International	19,134	21.72	27,482	25.73	− 4.01
GMC	15,752	17.88	14,490	13.57	+ 4.31
Mack	9,019	10.24	11,680	10.93	− 0.69
Chevrolet	5,468	6.20	7,267	6.80	− 0.60
Kenworth	4,870	5.53	7,087	6.63	− 1.10
Freightliner	4,731	5.37	5,808	5.44	− 0.07
Peterbilt	3,736	4.24	4,120	3.86	+ 0.38
White	1,490	1.69	1,837	1.72	− 0.03
Mercedes-Benz	641	0.73	591	0.55	+ 0.18
Western Star	446	0.51	532	0.50	+ 0.01
Volvo	413	0.47	1,093	1.02	− 0.55
Autocar	408	0.46	809	0.76	− 0.30
Miscellaneous	1,096	1.24	1,578	1.48	− 0.24
TOTALS	88,108	100.00	106,821	100.00	.....

★—No registrations for Oklahoma, 1982 and 1981; Delaware, August, 1981.

UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF INDIANA
SOUTH BEND DIVISION

UNITED STATES OF AMERICA, Plaintiff,	**CIVIL No. 8**
vs.	
FORD MOTOR COMPANY, UNIVERSAL CREDIT CORPORATION, et al., Defendants.	

TAKE NOTICE that FORD MOTOR COMPANY ("Ford"), a defendant in this action, and C.I.T. FINANCIAL CORPORATION, as the successor to defendants Universal Credit Corporation, Universal Credit Company (a Delaware corporation), Universal Credit Company (an Indiana corporation), Universal Credit Company, Inc., Commercial Investment Trust Corporation and Commercial Investment Trust, Inc., have filed motions for an order terminating the "Final Decree" in this action, which was entered on November 15, 1938, and subsequently modified. The plaintiff, the United States of America, has consented to the entry of such an order, but has reserved the right to withdraw its consent for at least seventy (70) days after the publication of this notice.

The complaint in this action, which was filed in 1938, alleged that Ford had combined and conspired with its affiliated finance companies to restrain trade and commerce in the wholesale and retail sale and FINANCING of Ford AUTOMOBILES by requiring dealers in Ford cars to patronize only the finance companies affiliated with Ford. The Final Decree, as modified, requires, among other things, that Ford:

1. accept payment from any finance company selected by a dealer;
2. provide, upon request, substantially equivalent office space in its manufacturing and assembly plants to all finance companies that extend wholesale financing to dealers if it furnishes such space to any finance company;
3. provide information concerning its dealers to all finance companies, if it provides such information to any finance company;
4. not enter into any contract with any dealer that requires the dealer (a) to patronize any particular finance company, or (b) to observe any plan or rate for financing automobiles established by any finance company owned or controlled by Ford;
5. not terminate any dealer, or threaten to do so, because of the dealer's failure to patronize any particular finance company;
6. not attempt to influence any dealer or prospective dealer to patronize a finance company owned or controlled by Ford by sending an agent of Ford and an agent of the favored finance company to visit the dealer at the same time; and
7. not pay any money to any finance company with the purpose or effect of inducing or enabling such finance company to offer to Ford dealers a lower finance charge than it would offer in the absence of such payment, unless Ford offers equivalent payments to every other finance company offering such lower finance charge.

Interested persons may submit comments concerning this matter by sending them to John W. Clark, Chief, Special Trial Section, Antitrust Division, Department of Justice, Washington, D.C. 20530 (telephone: 202-724-6335). Such comments must be received by the Division within sixty (60) days.

Copies of the complaint, Final Decree (as modified), motion papers, all comments submitted and all further papers filed with the Court will be available for inspection at the Legal Procedure Unit of the Antitrust Division, Room 7416, United States Department of Justice, Tenth Street and Pennsylvania Avenue, N.W., Washington, D.C. 20530 (telephone: 202-633-2481), and at the Office of the Clerk of the United States District Court for the Northern District of Indiana, South Bend Division, 305 Federal Building, 204 South Main Street, South Bend, Indiana 46601. Copies of any of these materials may be obtained from the Legal Procedure Unit upon request and payment of the copying fee set by Department of Justice regulations.

"OUR BUSINESS IS GREAT"
. . . Yours will be too when you turn customers and "people" into walking billboards with our friendship referral concept. Send your business card and we'll send you a . . . "Gesture of Friendship." ® Write to:
"BAILEY FRIENDSHIP SYMBOLS"
47 Christine Dr., N. Tonawanda, N.Y. 14120
(GOOD IDEAS SHOULD BE SHARED)

JINGLES FOR DEALERSHIPS
Elephant Recording Studios
EAST DETROIT, MICHIGAN 48021 (313) 773-9386

Light-truck sag drags down Aug. registration total

Continued from Page 20

units was 12.2 percent higher than last year's 733,101. Group 2 was up 9.5 percent, from 585,325 units in 1981 to 641,058. There were 13,331 Group 3 tallies, 53.1 percent higher than last year's 8,709 units.

Medium trucks were down 20.5 percent through August, with decreases in all three weight groups. The eight-month total was 28,470, compared with 35,814 in 1981.

Only seven Group 4 mediums were registered in the first eight months, compared with 11 last year. Group 5 was off 15.4 percent, from 1,295 units a year ago to 1,096. Group 6's total of 27,367 tallies was 20.7 percent lower than the year-earlier 34,508 units.

Heavy-truck registrations for the eight months dropped 17.5 percent to 88,108, compared with 106,821 units a year ago, and there were sharp declines in both weight groups.

Group 7 had 39,243 tallies, off 13.6 percent from the year earlier 45,400, while the Group 8 count was down 20.4 percent — 48,865 versus 61,421.

HD registrations off 17.5 percent; Ford still is No. 1

Continued from Page 20

21.72 percent of the total. Its penetration was off 4.01 percentage points from 1981, when its 27,482 registrations accounted for 25.73 percent.

International continues as the leader in Group 8 registrations, while Ford is No. 1 in the Group 7 count by a wide margin.

Through August, International had 11,103 Group 8 tallies, accounting for 22.7 percent of the total. Mack was in second place with 8,609, good for 17.6 percent. No. 3 Ford accounted for 12.4 percent with 6,079 units.

Ford had 37.8 percent of the Group 7 registrations through August, with 14,825 tallies. GMC was No. 2 with 9,930 units and 25.3 percent, while International placed third with 8,031, good for 20.5 percent.

Cummins acquires Bendix big-diesel controls operation

Continued from Page _

cations for passenger cars, light, medium and heavy trucks and off-highway equipment, according to George H. Siegel, general manager, Bendix Diesel Controls Division.

Cummins said the Bendix injector is fully compatible with the Cummins four-cycle direct-injector system and that the system holds the promise of providing greater engine efficiency, while meeting exhaust-emissions requirements.

The diesel-controls operation will continue to be located in the Detroit area, and will be known as Diesel Controls Technology, Inc., a wholly owned subsidiary of Cummins. Cummins also has agreed to purchase laboratory equipment from Bendix for use by the new group.

GMAC promotes Lang

WORCESTER, Mass.—Kurt S. Lang has been promoted to branch manager of the GMAC office here.

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

EIGHT MONTHS, 1982 VS. 1981★

		Group 1 8,000 pounds and less	Group 2 6,000-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**Aug. '82**	.....	.....	.....	.....	.....	.....	.....	**59**	**59**
	Aug. '81	.....	.....	.....	.....	.....	.....	.....	75	75
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**408**	**408**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	809	809
BROCKWAY	**Aug. '82**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Aug. '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
CHEVROLET	**Aug. '82**	**28,827**	**22,832**	**1,315**	.....	**28**	**686**	**633**	**57**	**54,378**
	Aug. '81	30,403	23,558	736	.....	60	755	826	127	56,465
	Year to Date '82	**269,994**	**211,355**	**12,587**	.....	**270**	**3,324**	**5,007**	**461**	**502,998**
	Year to Date '81	237,825	184,242	8,254	.....	567	5,840	6,509	758	443,995
(Memo Units) #	**Aug. '82**	**16,700**	**8,828**	.....	.....	.....	.....	.....	.....	**25,528**
	Aug. '81	10,814	8,321	.....	.....	.....	.....	.....	.....	19,135
	Year to Date '82	**161,821**	**72,565**	.....	.....	.....	.....	.....	.....	**234,386**
	Year to Date '81	91,674	56,211	.....	.....	.....	.....	.....	.....	147,885
DODGE	**Aug. '82**	**12,242**	**6,453**	**1**	.....	.....	.....	.....	.....	**18,696**
	Aug. '81	8,093	6,133	27	1	.....	.....	.....	.....	14,254
	Year to Date '82	**97,946**	**51,740**	**19**	.....	.....	.....	.....	.....	**149,705**
	Year to Date '81	63,686	47,847	337	3	.....	.....	.....	.....	111,873
(Memo Units) #	**Aug. '82**	**6,911**	**4,791**	.....	.....	.....	.....	.....	.....	**11,702**
	Aug. '81	4,237	3,609	.....	.....	.....	.....	.....	.....	7,936
	Year to Date '82	**60,936**	**36,056**	.....	.....	.....	.....	.....	.....	**96,992**
	Year to Date '81	38,201	27,423	24	.....	.....	.....	.....	.....	65,648
FORD	**Aug. '82**	**22,154**	**32,736**	.....	.....	.....	**1,940**	**1,867**	**879**	**59,576**
	Aug. '81	21,513	36,774	.....	.....	.....	2,254	2,240	742	63,523
	Year to Date '82	**164,868**	**290,601**	.....	.....	.....	**8,206**	**14,825**	**6,079**	**484,579**
	Year to Date '81	158,798	281,761	.....	.....	.....	10,048	16,765	5,682	473,054
(Memo Units) #	**Aug. '82**	**13,741**	**13,682**	.....	.....	.....	.....	.....	.....	**27,423**
	Aug. '81	6,797	12,645	.....	.....	.....	.....	.....	.....	19,442
	Year to Date '82	**91,772**	**109,946**	.....	.....	.....	.....	.....	.....	**201,718**
	Year to Date '81	57,690	91,868	.....	.....	.....	.....	.....	.....	149,558
FREIGHTLINER	**Aug. '82**	.....	.....	.....	.....	.....	.....	.....	**624**	**624**
	Aug. '81	.....	.....	.....	.....	.....	.....	.....	633	633
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**4,731**	**4,731**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	5,808	5,808
GMC	**Aug. '82**	**6,851**	**7,777**	**11**	.....	**133**	**555**	**765**	**713**	**16,805**
	Aug. '81	5,080	6,263	45	.....	133	511	929	922	13,883
	Year to Date '82	**57,386**	**64,791**	**725**	.....	**817**	**2,721**	**9,930**	**5,822**	**142,192**
	Year to Date '81	39,400	49,608	116	.....	720	3,859	7,298	7,192	108,193
(Memo Units) #	**Aug. '82**	**3,319**	**2,553**	.....	.....	.....	.....	.....	.....	**5,872**
	Aug. '81	779	1,965	.....	.....	.....	.....	.....	.....	2,744
	Year to Date '82	**28,466**	**19,346**	.....	.....	.....	.....	.....	.....	**47,812**
	Year to Date '81	6,124	14,068	.....	.....	.....	.....	.....	.....	20,192
INTERNATIONAL	**Aug. '82**	.....	.....	.....	.....	.....	**2,042**	**1,024**	**1,049**	**4,115**
	Aug. '81	.....	127	.....	.....	.....	2,033	1,319	1,855	5,324
	Year to Date '82	.....	.....	.....	.....	.....	**10,349**	**8,031**	**11,103**	**29,483**
	Year to Date '81	.....	1,873	.....	.....	.....	11,827	12,976	14,506	41,182
(Memo Units) #	**Aug. '82**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Aug. '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**Aug. '82**	**3,003**	**1,429**	.....	.....	.....	.....	.....	.....	**4,432**
	Aug. '81	4,168	2,013	.....	.....	.....	.....	.....	.....	6,181
	Year to Date '82	**23,249**	**15,562**	.....	.....	.....	.....	.....	.....	**38,811**
	Year to Date '81	24,195	13,986	.....	.....	.....	.....	.....	.....	38,181
(Memo Units) #	**Aug. '82**	**3,003**	**1,131**	.....	.....	.....	.....	.....	.....	**4,134**
	Aug. '81	4,168	1,362	.....	.....	.....	.....	.....	.....	5,530
	Year to Date '82	**23,249**	**11,713**	.....	.....	.....	.....	.....	.....	**34,962**
	Year to Date '81	24,195	10,152	.....	.....	.....	.....	.....	.....	34,347
KENWORTH	**Aug. '82**	.....	.....	.....	.....	.....	.....	.....	**530**	**530**
	Aug. '81	.....	.....	.....	.....	.....	.....	.....	873	873
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**4,870**	**4,870**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	7,087	7,087
MACK	**Aug. '82**	.....	.....	.....	.....	.....	**138**	**64**	**867**	**1,069**
	Aug. '81	.....	.....	.....	.....	.....	157	30	1,412	1,599
	Year to Date '82	.....	.....	.....	.....	.....	**1,402**	**410**	**8,609**	**10,421**
	Year to Date '81	.....	.....	.....	.....	.....	905	189	11,491	12,585
MERCEDES-BENZ	**Aug. '82**	.....	.....	.....	.....	.....	**142**	**88**	.....	**230**
	Aug. '81	.....	.....	.....	.....	.....	.....	.....	.....	275
	Year to Date '82	.....	.....	.....	.....	.....	**1,365**	**641**	.....	**2,006**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	2,394
PETERBILT	**Aug. '82**	.....	.....	.....	.....	.....	.....	.....	**359**	**359**
	Aug. '81	.....	.....	.....	.....	.....	.....	.....	517	517
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**3,736**	**3,736**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	4,120	4,120
PLYMOUTH	**Aug. '82**	**446**	**261**	.....	.....	.....	.....	.....	.....	**707**
	Aug. '81	849	296	.....	.....	.....	.....	.....	.....	1,145
	Year to Date '82	**4,444**	**2,721**	.....	.....	.....	.....	.....	.....	**7,165**
	Year to Date '81	7,812	2,891	.....	.....	.....	.....	.....	.....	10,703
VOLVO	**Aug. '82**	.....	.....	.....	.....	.....	.....	**66**	**13**	**79**
	Aug. '81	.....	.....	.....	.....	.....	.....	119	65	184
	Year to Date '82	.....	.....	.....	.....	.....	.....	**290**	**123**	**413**
	Year to Date '81	.....	.....	.....	.....	2	13	573	520	1,108
WESTERN STAR	**Aug. '82**	.....	.....	.....	.....	.....	.....	.....	**38**	**38**
	Aug. '81	.....	.....	.....	.....	.....	.....	.....	53	53
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**446**	**446**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	532	532
WHITE	**Aug. '82**	.....	.....	.....	.....	.....	.....	.....	**312**	**312**
	Aug. '81	.....	.....	.....	.....	.....	.....	.....	184	184
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**1,490**	**1,490**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	1,837	1,837
MISCELLANEOUS*	**Aug. '82**	**29,996**	**538**	.....	**2**	**2**	.....	**15**	**104**	**30,657**
	Aug. '81	28,432	351	.....	1	.....	213	144	136	29,277
	Year to Date '82	**204,881**	**4,288**	.....	**7**	**9**	.....	**109**	**987**	**210,281**
	Year to Date '81	201,385	3,117	2	8	6	2,016	1,090	1,013	208,637
TOTALS	**Aug. '82**	**103,519**	**72,026**	**1,327**	**2**	**163**	**5,503**	**4,522**	**5,604**	**192,666**
	Aug. '81	98,538	75,515	808	2	193	5,913	5,607	7,599	194,175
	Year to Date '82	**822,768**	**641,058**	**13,331**	**7**	**1,096**	**27,367**	**39,243**	**48,865**	**1,593,735**
	Year to Date '81	733,101	585,325	8,709	11	1,295	34,508	45,400	61,421	1,469,770

★—No registrations for Oklahoma, 1982 and 1981; Delaware, August, 1981.
#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are vans, Sportvan, El Camino, Blazer, LUV and S-10; Dodge, vans, Ram Wagon, Ramcharger, Ram 50 and Rampage; Ford, Econoline vans, Club Wagon, Bronco, Courier and Ranger; GMC, vans, Jimmy, Caballero and S-15; Jeep, CJs, Cherokee, Wagoneer and Scrambler. *—Miscellaneous includes Imports, Crane Carrier, Oshkosh, FWD, IVECO/Magirus, Diamond Reo, Hendrickson, etc.

—Compiled from R. L. Polk & Co. data

TOYOTA "SPORT" CONVERTIBLES

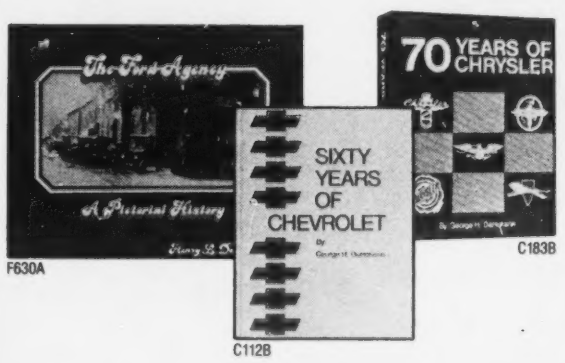
"AMERICAN CUSTOM COACHWORKS, LTD."

Custom built convertibles with their "fully automatic convertible top" have already proven they sell very fast and are **very profitable** for Toyota dealers to sell. They are the very highest quality of craftsmanship, and are the finest showroom traffic builders, and with their superb engineering and style create additional business. Base units can be drop shipped to American Custom Coachworks, Ltd. plants, or there are open factory (pool cars) presently in build that are available.

CALL (213) 272-7908 OR (213) 278-0643
FOR MORE INFORMATION

★QUALIFIED DISTRIBUTOR POINTS ARE AVAILABLE AN-22

Automotive News Bookshelf



F630A C112B C183B

THE FORD AGENCY: A PICTORIAL HISTORY, *by Henry Dominquez.* The history of the dynamic Ford Dealership network in text and pictures. Learn how Ford met the cash crunch of the early twenties. . . how dealers survived the depression. . . built strategies to sell genuine Ford parts to independent garages. . . special sales approaches to stimulate new business. . . and much more! Almost an owners manual for the Ford dealership. A unique book on the past and present of your business. Softbound, 136 pgs. F630A **$12.95**

SIXTY YEARS OF CHEVROLET, *by George H. Dammann.* This is the only complete illustrated history of Chevrolet. It covers all automobile and most truck models from 1912-1972. Chronologically arranged, each year is a separate chapter. Has production figures by body style 1927-57, and production totals by Series for all other years. Complete with list prices, weights, model numbers and technical information. Lg. Hardbound, 320 pgs. C112B **$19.95**

70 YEARS OF CHRYSLER, *by George H. Dammann.* Complete illustrated history of Chrysler cars from 1894 through 1974. Included in the chapters are photos of interiors, experimental models and other limited production styles. Includes coverage of Maxwell, Chalmers, Stoddard-Dayton, Columbia and Brush cars. Lg. Hardbound, 384 pgs. C183B **$24.95**

Make checks payable to
Automotive News Bookshelf
965 E. Jefferson • Detroit, MI 48207

Calls accepted on MasterCard & VISA orders. Contact: Lisa Sommers at (313) 567-9520

Please send Book Numbers: (include Qty. if more than 1):

F630A _____ C112B _____ C183B _____
Book Total $_____ plus $2.25 ea. postage $_____
Michigan Residents add 4% sales tax TOTAL $_____

☐ Check enclosed ☐ Charge to my: ☐ VISA ☐ MasterCard

Card No. _____ Expiration Date _____

Signature _____

Name _____ Daytime Phone _____

Address _____

City & State _____ Zip _____

PLEASE ALLOW 3-5 WEEKS FOR DELIVERY • 10-DAY MONEY BACK GUARANTEE

Automotive News Bookshelf

National pay scale for service chiefs tops $50,000

CHICAGO.—The 1982 annual survey of compensation in the service field conducted under the direction of the National Assn. of Service Managers (NASM) by Abbott Langer & Associates shows that senior service executives in major companies in the U. S. generally earn salaries in excess of $50,000 per year with a good many exceeding $60,000.

In most cases, the survey shows, field service engineers and representatives and regional managers who are supervised by the national managers are earning from $24,000 to $34,000 per year in major firms.

All of these figures, according to Marvin Lurie, NASM executive director, indicate that wages in the service field are rising slightly better than the current rate of inflation. Average salaries earned are lower than those mentioned which represent the top people and the top companies in the field.

The annual survey includes job descriptions and salary ranges for national service managers, assistant national managers, regional service managers, local service managers, field service supervisors, field service engineers, senior field service representative, field service representatives, bench service repairmen, national parts managers, service training instructors, technical writing supervisors and warranty managers.

Virtually all types of manufacturing firms are covered by the survey; direct service firms and merchandising firms are included as well.

The survey shows that approximately two-thirds of all firms pay 100 percent of all types of insurance that is provided directly to employes. Somewhat fewer but still a significant percentage pay dependents' premiums as well.

Where Auto Market was in 1982 Model Year

	Total Sales	Pct. of Total
SUBCOMPACT	1,296,932	16.84
COMPACT	1,386,754	18.01
INTERMEDIATE	1,620,760	21.05
STANDARD	818,652	10.63
LUXURY	419,908	5.45
IMPORT	2,157,890	28.02
TOTAL	7,700,896	100.00

DOMESTIC SALES

	Model Year 1982	Model Year 1981
AMERICAN MOTORS	99,300	145,206
Chrysler	149,628	108,129
Imperial	2,807	6,368
Plymouth	255,893	332,169
Dodge	250,392	317,869
CHRYSLER CORP.	658,720	764,535
Ford	888,633	1,058,044
Mercury	319,697	364,335
Lincoln	81,653	65,582
FORD MOTOR CO.	1,289,983	1,487,961
Buick	694,742	756,186
Cadillac	237,032	226,427
Chevrolet	1,234,988	1,566,391
Oldsmobile	759,000	882,505
Pontiac	461,845	601,218
GENERAL MOTORS	3,387,607	4,032,727
VOLKSWAGEN	107,396	160,022
U.S. INDUSTRY TOTAL	5,543,006	6,590,451

IMPORT SALES BY MODEL

	Sept., 1982	Sept. 1981	9 Mos., 1982	9 Mos., 1981
Alfa Romeo	218	193	1,561	1,651
Audi	4,433	3,977	34,651	38,644
4000	1,464	1,445	10,376	15,232
4000d	332	.....	2,378	.....
5000	1,508	1,310	12,481	12,856
5000d	38	529	1,257	4,874
5000 Turbo	308	461	3,185	4,115
5000 TD	300	.....	1,887	.....
Coupe	453	232	3,076	1,567
Quattro	30	.....	161	.....
BMW	4,606	3,612	38,032	32,495
320	3,535	2,860	.....	25,168
528	755	511	.....	4,701
633	56	52	.....	847
733	260	189	.....	1,779
Chrysler/Mitsubishi	13,076	8,877	85,005	86,990
Champ	5,290	3,333	31,176	32,873
Colt	4,880	3,522	32,144	33,363
Sapporo	1,644	1,056	10,040	10,759
Challenger	1,262	966	11,645	9,995
DeLorean	271	200	2,465	729
Fiat	649	2,466	12,566	27,687
Strada	158	501	4,158	5,863
Brava	60	499	2,311	6,493
X-1/9	90	403	2,105	5,546
Spider	341	1,063	3,992	9,766
Honda	29,105	30,460	279,511	298,379
Civic	11,051	9,355	101,043	121,687
Accord	14,944	16,856	148,687	140,598
Prelude	3,110	4,249	29,781	36,094
Isuzu	1,599	1,664	10,774	13,411
Jaguar	797	353	6,880	3,279
Lancia	101	91	761	898
Mazda	14,232	12,378	121,480	131,057
GLC	4,483	4,307	39,964	50,190
626	6,212	4,181	44,209	47,737
RX-7	3,537	3,890	37,307	33,130
Mercedes-Benz	5,277	3,643	47,579	46,583
240D	764	905	10,511	11,030
300D	1,748	825	11,490	10,472
300CD	136	49	1,304	894
300TD	192	255	2,173	2,476
300SD	1,402	644	12,122	11,598
280E	.....	180	28	1,060
280CE	.....	48	1	552
380SEL	238	182	2,535	1,644
380SL	683	500	6,076	5,491
380SEC	112	.....	1,318	1,284
Misc.	2	4	21	82
Nissan	41,090	38,274	355,351	368,111
Sentra/210	15,666	13,449	144,143	128,017
310	4,474	7,901	38,606	65,895
Stanza	5,979	2,487	44,696	35,171
Maxima	4,898	2,445	38,353	25,444
200SX	4,616	5,995	39,862	62,174
280ZX	5,193	5,861	45,557	48,579
Hawaii	259	171	3,562	2,756
Misc.	.....	.....	.....	75
Peugeot	1,110	1,121	10,850	12,861
504	98	189	1,259	1,927
505	395	150	3,051	1,681
505D	57	92	660	1,720
505TD	466	592	5,105	7,049
604	74	78	557	328
Tourist	20	20	218	156
Porsche	784	670	9,739	8,254
924	17	213	1,667	2,402
924 Turbo	14	125	627	1,460
944	398	.....	2,567	.....
911SC	244	214	3,318	2,931
928	111	118	1,560	1,443
930 Turbo	.....	.....	.....	18
Renault	2,689	2,475	28,996	23,329
Le Car	1,706	1,453	14,348	14,524
18i	166	1,022	7,029	8,805
Fuego	817	.....	7,619	.....
Saab	1,358	1,121	13,692	10,700
99	.....	4	1	252
900	333	178	3,360	1,653
900S	283	435	3,064	3,442
Turbo	709	500	7,037	5,255
Tourist	33	4	230	98
Subaru	13,393	12,845	111,459	118,619
Toyota	37,718	32,416	400,775	459,787
Starlet	2,172	2,054	15,309	27,675
Corolla	12,618	12,578	134,859	201,788
Tercel	9,632	6,907	99,440	93,439
Celica	6,780	6,193	89,474	79,754
Supra	2,944	574	25,414	10,290
Corona	10	1,557	3,086	18,767
Cressida	3,056	1,903	27,400	22,367
Land Cruiser	213	122	2,216	1,393
Hawaii	293	525	3,577	4,314
Volkswagen	6,043	6,924	50,342	67,369
Rabbit Conv.	719	968	6,805	10,116
Jetta	1,917	3,125	15,556	21,967
Vanagon	1,004	793	9,815	8,732
Quantum	1,031	42	8,086	1,726
Dasher	27	801	588	10,729
Scirocco	1,345	1,195	9,492	14,099
Volvo	4,050	3,311	59,972	52,950
DL	1,947	1,660	33,370	33,045
GL	678	740	9,166	7,898
GLT	.....	357	197	3,105
GLT Turbo	722	321	8,187	2,370
GLE	238	174	2,201	3,502
DL Diesel	28	8	486	1,421
GL Diesel	408	2	5,601	2
Coupe	2	44	76	1,030
Tourist	27	5	688	300
GT	.....	.....	.....	277
TOTAL IMPORTS	182,599	167,819	1,682,441	1,849,756

Sentra derivative slated to replace Datsun 310

Nissan introduces sporty Pulsar NX

CARSON, Calif.—Nissan Motor Corp. in U.S.A. has introduced the Pulsar NX, first of the series that will replace the Datsun 310 in the company's lineup.

Pulsar NX is a sport coupe powered by a 1.6-liter SOHC four-cylinder engine. The front-wheel-drive car's powerplant is similar to the E-series engine used in the Sentra.

The entire Pulsar line, which will include three-door and five-door hatchbacks to be introduced after the first of the year, is built off the Sentra platform. Company officials said the staggered introduction, with the NX bowing first and the hatchbacks later, will give dealers time to clear out stocks of 310s.

The small, sporty model competes with such domestic models as the Ford EXP and Mercury LN7. It is hoped that sales of the NX will offset some of the softness in 200-SX sales.

Pulsar NX is offered in one trim level only and the base price is $7,399.

Standard features include a sunroof, AM/FM stereo with four speakers; cloth interior; tinted glass; full instrumentation including clock, tachometer, coolant gauge and trip odometer; split fold-down rear seat; adjustable steering column; concealed pop-up headlights, and remote trunk, hood and fuel-filler door releases.

The NX is also equipped with power rack-and-pinion steering, five-speed manual transmission with fourth- and fifth-gear overdrive, independent suspension, power front disk/rear drum brakes and flush-mounted glass.

Options include alloy wheels, air conditioning and three-speed automatic transaxle with lock-up torque converter.

Other changes in Nissan's lineup for 1983 include the addition of a 1.7-liter diesel powerplant as an option in Sentra; a three-speed automatic transaxle with lock-up torque converter as a new option for Stanza, and a minor facelift on the Maxima, which includes a new grille and tail-lamp treatment.

First replacement for Datsun 310

Nissan Pulsar NX, the first of the series that will replace the Datsun 310 line, is built from the Sentra platform and fitted with a 1.6-liter SOHC four-cylinder engine. The sporty front-drive Pulsar has a long list of standard equipment for the base price of $7,399. Hatchbacks are to debut in calendar 1983.

Model breakdown

Auction Averages

	OCTOBER TO DATE	SEPTEMBER	AUGUST
1982	$7,938	$8,253	$8,749
1981	6,274	6,564	6,591
1980	5,069	5,204	5,348
1979	4,578	4,907	4,830
1978	3,499	3,822	3,867
1977	2,824	3,010	3,038
1976	1,955	1,976	2,046
1975	1,265	1,271	1,357
OVERALL AVERAGE	$4,484	$4,807	$4,910

Used car sales

Auction Averages

October to date	$4,484
Month ago	$4,851
Year ago	$4,379

used-car auction directory

Display Rates: $64.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type-1 time, $20.00; 13-times, $18.50; 26-times, $16.50; 52-times, $13.50. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

MICHIGAN

WEDNESDAY 11:00 a.m.

ATTEND THE FLINT AUTO AUCTION

Averaging 600-700 cars

4 LANES

- Our 30th Year
- Buy and Sell with Complete confidence
- New Expanded Facilities
- Guaranteed Titles
- Auction Checks
- Cab fare paid from Airport
- Truck fleet for Quick Pick-up and Delivery

Mac McCollum & Jim & Bill Williams

FLINT AUTO AUCTION

3711 WESTERN RD. FLINT, MICHIGAN 48506 PHONE (313) 736-2700

OHIO

Wednesday Auto Auction of Columbus, Ohio
will present on November 3, 1982

SPECIAL SALE

of

Budget

Budget Rent-a-Car

Lincoln-Mercury Products

Approximately 80 Units

• Lincolns • Lynx's • Cougars
• XR7's • Capris • Zephyrs • Marquis
will be sold.

This sale is open to all dealers, and will start at 2 o'clock.

— Balance Of Factory Warranty Available On All Cars —

Don't Forget... Every Wednesday

2 Big Sales

11:30 A.M.	4:15 P.M.
The Regular Sale	The Lease As Is Sale
With 1,000 Plus Cars	With 250 Plus Cars

Columbus Fair Auto Auction
Exit 49 on I-270 South Columbus By-Pass
4700 Groveport Road, Obetz, Ohio
(614) 497-2000

FLORIDA

Imperial Auto Auction, Lakeland, Fla. Sale every Tues., 7 P.M. & Thurs., 1 P.M. (813) 688-8458, toll free, 800-237-7661.

CALIFORNIA

Oakland Auto Auction, 10121 E. 14 Oakland 3, NE 6-0621. Complete service out-of-state lease, fleet accounts. Fred Boardman.

NEW YORK

FOR SALE OR RENT

Property of Syracuse Auto Auction, Inc. 14 acres prime land. Complete auto auction facilities. Priced for immediate sale—Will hold mortgage.

Contact: **Scott Chatfield**
Day — 1-315-698-8991
Night — 695-8744

CANADA

CANADA'S NEWEST & FINEST

Wholesale Dealers Auction
Register Now For Our Mailing List & Weekly Specials

EVERY THURSDAY 10 A.M.

PARKWAY DEALERS AUCTION
9595 Trans Canada Hwy. No. 40
Ville St. Laurent (Montreal) Quebec,
Canada H4S 1A3 **(514) 332-3020**

INDIANA

MID STATES AUTO AUCTION
25784 Western Ave.
South Bend, Indiana
Sale every Wednesday 6:00 P.M. and every Friday 12:00 Noon. PERSONAL ATTENTION given in the handling of vehicles for Fleet Operators and Leasing Firms. Phone 219-289-7767.

ARKANSAS

Arkansas Auto Auction. Lease and Fleet accounts welcome. Member NAA, ADA. Sale every Tuesday. 1115 North James, Jacksonville, AR, 501-982-0591.

ARIZONA

Southwest Auto Auction. Lease/fleet accounts & bank repos welcome. Member NAAA and NAFA. 3420 South 48th St., Phoenix, 602-894-2211. Since 1971.

AUCTION SCHOOL

Mendenhall School of Auctioneering. America's Top-Quality Auction School. Vet Ap. Free Cat. Write or Call. P.O. Box 7344, High Point, N. C. 27264. (919) 887-1165.

MARYLAND

BEL AIR AUTO AUCTION
BEL AIR, MARYLAND
Over 35 years serving auto dealers
SALE EVERY THURSDAY, 11 A.M.
FULL SERVICE AUCTION
Member NAAA
Call: 301-838-5880 or 301-879-7950
Rt. 1, Bel Air, Maryland 21014

COLORADO

Denver Auto Auction, 4285 South Santa Fe, Englewood, Colorado 80110. Sale every Friday, 303-761-1410, 303-761-1459.

NEW MEXICO

NEW LOCATION
NEW SALE TIME
NEW SALE DATE
GREATER ALBUQUERQUE AUTO AUCTION
2019 MENAUL N.E.
New Mexico's only dealer auction.
Sale every Tuesday, 11 A.M.
505-883-7772
Member NAAA & WAAA

MINNESOTA

• MPLS. AUTO AUCTION •

1,000 plus UNITS
TUESDAYS
11:00 A.M.
3 RINGS
RECON FACILITIES
PICKUP ANYWHERE

MINNEAPOLIS AUTO AUCTION
1125 NATHAN LANE
MINNEAPOLIS, MINN. 55441
612-546-2403

ILLINOIS

Greater Chicago Auto Auction. Every Thursday—1 P.M. Sharp. 800—1,000 cars & trucks. 312-597-3600.

NEW YORK

Northeast Auto Auction, Bayshore, N. Y. Sale every Fri., 12 noon. Buyers galore. Sellers needed. 516-968-8844.

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. 614-871-2771.

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, S.C.

TEXAS

PAT PATTERSON'S Amarillo Auto Auction, Inc. 36 years serving most major fleet and lease companies. 3208 E. 10th Amarillo, Texas, 806-372-2206.

WASHINGTON

Bob McConkey & Sons. Sa. Seattle Auto Auction, the Lease Specialist. 206-872-6800, P. O. Box 5189, Kent, WA 98031.

CANADA

AUCTION

CANADA!

Wednesday
MONTREAL AUTO AUCTION, LTD.
325 Rue Norman
Ville St. Pierre P.Q.
Canada, H8R 1A3
Ph. (514) 489-6873
(DEALER AUCTION)

Thursday
ONTARIO AUTO AUCTION
406 Lake Ave. North
Hamilton, Ont. Canada L8E 3C2
Ph. (416) 560-4851
(DEALER AUCTION)

Special & Immediate Service to:

- Lease & Daily Rental Companies
- Dealers, Fleet Owners
- Banks & Finance Companies

RETAIL AUCTIONS AND BUSINESS TERMINATION AUCTIONS A SPECIALTY (ON YOUR LOCATION)

- Over 20 years experience
- A Complete Auction Service . . . Both Wholesale & Retail

FOR IMMEDIATE SERVICE
WRITE OR PHONE
MICHAEL LAWRENCE
Montreal Auto Auction Ltd.
325 RUE NORMAN
VILLE ST. PIERRE
QUEBEC, CANADA
H8R 1A3
PH (514) 489-6873

NEW JERSEY

WE SELL FOR THE COUNTRY'S LEADING LEASING CO.'s • FLEETS BANKS • FORD MTR. CO. • GMAC

SKYLINE AUTO AUCTION
100 Route 46, Fairfield, N. J. 07006
(201) 227-0100
4 Lane Selling Every Tuesday

—Use Automotive News Want Ads for Quick Action—

113,398 cars scheduled for week

4 plants return, car output rises

By Patricia Hoffman
Staff Writer

The return of four assembly points, plus overtime schedules at two facilities, helped boost last week's domestic car production from the previous week's total.

The auto makers targeted 113,398 units last week, a 16.42 percent gain over the previous week's 97,403, but down 12.88 percent from 130,168 units built in the comparable 1981 period.

General Motors' Bowling Green (Corvette) facility remained idle last week for model changeover. Assembly of 1982 Corvettes ended at the plant on Oct. 13, placing about 1,000 workers on indefinite layoff. Operations are slated to resume Dec. 1.

The GM Janesville and Lordstown plants were idle last week for inventory control. Production is slated to resume at the points today (Oct. 25).

Ford Motor's Lorain plant, idled Oct. 13, remained closed last week for changeover.

Operations resumed last week at GM's Willow Run point and Chrysler Corp.'s Belvidere and Jefferson plants following downtime due to overstocked inventory.

Also back last week was GM's Van Nuys facility. The plant was idled Oct. 4 for model changeover.

To compensate for the previous week's downtime due to a parts shortage, GM's Detroit facility operated 48 minutes of overtime on each of two shifts last week, plus two eight-hour shifts on Saturday (Oct. 23).

The Ford Wayne plant also operated six days last week.

So far this year, the manufacturers have assembled 4,208,314 units, down 22.16 percent from last year's 5,406,562.

UAW polls Chrysler workers on whether to strike or talk

Continued from Page 1

of cars in the field, currently 77 days, and sluggish sales.

But Minor said there are other problems. He said buyers who have special-ordered cars won't wait and will substitute other makes. Fleet owners will also be substituted since those buyers can't afford to wait out a strike. Another problem is the fixed costs which will chew the cash flow "to death," he said.

Chrysler currently pays out $15 million a day to suppliers and must meet a $28 million weekly payroll. That would, of course, be cut if the 90,000 UAW-represented workers were on strike.

The union has blamed the pact's rejection on Chrysler Chairman Lee Iacocca's financial bragging of the $1 billion cash reserve. The UAW said this boosted the workers' expectations.

"I'm afraid it's the sentiment of the rank and file that the $1 billion is a pot of gold that should be tapped," Miner said.

In reality, he said, the $1 billion is a cushion for the company since it can no longer borrow and is faced with a debt of $1.2 billion in federal loan guarantees.

According to Miner the rejected agreement would cost the company $80 million for union-represented workers. He said it gave the workers a raise of 75 cents an hour in wages and benefits during its one-year length.

But the Chrysler workers soundly rejected the pact.

UAW President Douglas A. Fraser said it is the view of the bargaining committee that they extracted everything from Chrysler that was possible in the rejected agreement. But, he said, the "membership has spoken on this agreement" and "we have to abide by the will of the majority."

But even in the face of the resounding rejection, Chrysler would not offer more money. According to Miner, the current labor cost at Chrysler is $20.40 an hour, including fringe benefits for active and retired workers. The average hourly rate is $9.80 including overtime and shift premium.

"In the U. S. today, you can't pooh-pooh a job which delivers into your paycheck over $20,000 a year, and we are going to increase that in the first year by another $20 a week," Miner said.

Westport Volvo opens

WESTPORT, Conn.—Westport Volvo has opened here. Felix F. Callari is president of the dealership, and Al Torre is general manager.

Truck production falls for week; 35,716 assembled

Domestic truck production last week fell 3.62 percent from the previous week's total as assembly of light-duty GMC and Chevrolet trucks was idled at General Motors' Flint plant. This offset overtime schedules at two facilities and the return of Chrysler Corp.'s Belvidere point.

The truck makers slated 35,716 units last week, down from the previous week's 37,058, and down 5.79 percent from 37,913 trucks built in the comparable 1981 period.

So far this year, the manufacturers have completed 1,596,935 units, a 15.95 percent gain from 1,377,229 finished in the same period last year.

The GMC and Chevrolet truck line at GM's Flint facility was idled last week for inventory adjustment. About 1,500 workers were placed on indefinite layoff.

Also at GM, the Pontiac (GMC truck and coach) line was closed last week for the second of a two-week shutdown to control inventory. Operations are slated to resume today (Oct. 25).

Full-week output in Canada trails holiday period

Downtime at General Motors' Oshawa (No. One) facility and American Motors' Brampton point pulled last week's Canadian car production 5.90 percent below that of the previous holiday-shortened week.

Car output last week was estimated at 11,001 units, down from 11,691 built during four days the previous week due to the Thanksgiving Day holiday. The total also fell 27.41 percent below last year's 15,155 units.

So far this year, the auto makers have completed 692,549 units, a 4.50 percent gain from 662,746 finished in last year's comparable period.

Truck production last week fared considerably better than the previous short week's as the makers targeted 11,641 units, up 24.85 percent from the prior week's 9,324, and up 1.26 percent from 11,496 trucks built in the comparable 1981 period.

Year-to-date, the truck manufacturers have assembled 407,906 units, down 2.39 percent from last year's 417,891.

The GM Oshawa (No. One) car facility and AMC's Brampton plant were idle last week for inventory control. Both points are slated to resume production today (Oct. 25).

Also scheduled to return today is Ford Motor's St. Thomas car facility. Operations at the plant were halted Oct. 4 for inventory control. The Ford Oakville plant, also closed due to high inventories, returned last week.

TRUCK PRODUCTION IN U. S.†

	Week Ended Oct. 23, 1982	Week Ended Oct. 24, 1981	Week Ended Oct. 16, 1982	Oct. to Date	Jan. 1 to Oct. 24, 1981	Jan. 1 to Oct. 23, 1982
CHEVROLET	9,883	11,942	14,214	36,061	390,927	552,267
DODGE	2,300	2,020	2,127	5,212	77,041	104,586
FORD	16,320	16,461	13,333	40,430	535,706	579,162
GMC	3,383	4,157	3,541	10,273	141,750	193,117
INTERNATIONAL	1,030	1,289	1,043	3,329	60,682	39,881
VOLKSWAGEN	.....	594	.....	.....	34,029	8,103
JEEP	1,750*	.....	1,750*	5,600*	78,188*	71,839*
AM GENERAL	50*	50*	50*	160*	3,186*	1,980*
MISCELLANEOUS	1,000*	1,400*	1,000*	3,200*	55,720*	46,000*
Total Trucks, U. S.	35,716	37,913	37,058	104,265	1,377,229	1,596,935

CANADIAN TRUCK PRODUCTION

	Week Ended Oct. 23, 1982	Week Ended Oct. 24, 1981	Week Ended Oct. 16, 1982	Oct. to Date	Jan. 1 to Oct. 24, 1981	Jan. 1 to Oct. 23, 1982
CHRYSLER CORP.	2,556	1,975	2,211	6,538	68,376	85,450
FORD MOTOR	3,025	2,944	2,409	6,246	116,716	112,272
GENERAL MOTORS	5,800	6,314	4,492	12,579	223,397	200,984
INTERNATIONAL	260	263	212	1,034	9,402	9,200
Total Trucks, Canada	11,641	11,496	9,324	26,397	417,891	407,906
N. American Trucks	47,357	49,409	46,382	130,662	1,795,120	2,004,841

†—New includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Oct. 23, 1982	Week Ended Oct. 24, 1981	Week Ended Oct. 16, 1982	Oct. to Date	Jan. 1 to Oct. 24, 1981	Jan. 1 to Oct. 23, 1982
AMERICAN MOTORS	3,770*	2,000*	3,760*	12,042*	101,572*	74,229*
AMC Total	770*	.....	760*	2,442*	.....	44,529*
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Renault Total	3,000*	.....	3,000*	9,600*	.....	29,700*
Alliance	3,000*	.....	3,000*	9,600*	.....	29,700*
CHRYSLER CORP.	14,050	17,481	6,227	38,500	656,306	482,688
Plymouth Total	5,650	6,384	2,909	16,117	329,551	194,976
Horizon	2,100	2,638	.....	4,840	127,376	63,138
Reliant	3,500	3,746	2,876	11,126	192,588	130,915
Caravelle ('81)	.....	.....	.....	.....	2,139	.....
Caravelle ('83)	50	.....	33	151	.....	923
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	1,500	3,608	576	5,000	38,405	93,396
LeBaron	1,100	3,608	576	3,395	33,543	83,917
Chrysler	.....	.....	.....	.....	4,862	.....
Chrysler E-Class	400	.....	.....	1,605	.....	9,479
Dodge Total	6,900	7,489	2,742	17,383	288,350	194,316
Omni	2,300	3,095	.....	4,939	114,018	59,318
Aries	3,900	2,938	2,414	10,191	151,800	102,297
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	300	1,456	328	1,177	6,206	26,233
Dodge 600	400	.....	.....	1,076	.....	6,468
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	26,525	32,462	25,949	69,511	1,155,860	891,420
Ford Division	16,048	22,473	16,420	42,087	788,889	560,095
Escort	7,006	9,126	7,203	16,146	313,181	224,586
Fairmont	2,950	3,942	2,979	6,564	156,210	100,673
Must./Must. II	1,744	4,102	1,811	5,695	133,035	104,949
LTD/Granada	4,186	3,816	4,255	13,187	87,239	94,739
Thunderbird	.....	1,229	.....	.....	57,158	29,326
Ford	.....	.....	.....	.....	40,886	.....
EXP	162	258	172	495	1,180	5,822
L-M Division	10,477	9,989	9,529	27,424	366,971	331,325
Mercury Total	8,421	7,596	7,461	20,811	315,314	253,124
Lynx	2,234	1,964	2,061	4,845	105,730	70,038
Capri	485	1,274	461	1,511	43,631	29,129
Zephyr	906	682	877	1,924	45,483	32,216
Marquis/Cougar	1,818	1,456	1,693	5,368	39,218	43,931
XR-7	.....	396	.....	.....	26,929	10,580
Mercury	2,892	1,654	2,304	6,974	53,622	65,679
LN7	86	170	65	189	701	1,551
Lincoln Total	2,056	2,393	2,068	6,613	51,657	78,201
Continental ('82)	411	1,196	414	1,323	6,111	16,167
Lincoln	1,231	763	1,187	3,842	22,687	36,826
Mark VI	414	434	467	1,448	22,859	25,208
GENERAL MOTORS	65,803	74,034	58,639	183,571	3,349,143	2,690,022
Buick Division	16,507	18,735	13,594	44,735	745,851	626,645
Skylark	3,730	5,909	578	4,899	230,728	117,884
Skyhawk J	1,330	.....	1,433	4,295	.....	56,554
Century	1,780	745	1,775	4,470	89,629	96,728
Regal	4,022	5,912	3,938	12,753	223,969	171,625
Buick	4,285	4,492	4,297	13,635	143,588	149,505
Riviera	1,360	1,677	1,573	4,683	57,937	34,349
Cadillac Division	6,275	2,439	4,296	17,670	220,638	192,791
Cimarron	.....	1,034	473	996	20,483	6,246
Seville	490	438	573	1,786	21,136	18,103
Eldorado	1,105	967	1,320	4,020	49,584	46,390
Cadillac	4,680	.....	1,930	10,868	129,435	122,052
Chevrolet Division	17,364	25,180	18,964	54,089	1,229,750	864,838
Chevette	4,810	7,048	4,679	10,456	293,214	180,033
Cavalier	.....	6,484	3,780	7,347	100,566	74,272
Celebrity	1,300	517	1,195	4,435	521	58,384
Camaro	3,791	.....	1,318	5,890	87,701	184,177
Citation	2,545	4,046	2,312	7,901	267,158	142,612
Malibu	2,414	3,764	2,672	8,505	195,678	102,190
Monte Carlo	2,004	2,411	2,523	7,111	116,648	64,380
Chevrolet	500	235	485	1,716	143,074	36,276
Corvette	.....	675	.....	728	25,196	22,514
Oldsmobile Division	19,795	16,167	16,435	50,812	716,011	634,542
Omega	1,570	2,535	.....	1,570	120,306	65,617
Firenza	840	.....	703	2,145	.....	37,833
Cutlass	6,060	4,334	4,878	16,643	322,333	170,454
Cutlass/Ciera	3,520	1,068	3,510	7,030	3,708	103,098
Oldsmobile	6,935	6,467	6,292	20,276	232,301	229,967
Toronado	870	1,263	1,052	3,148	37,363	27,573
Pontiac Division	5,862	11,513	5,350	16,265	436,893	371,206
Acadian†	118	103	118	273	16,526	9,359
2000	.....	2,298	862	1,809	63,470	33,698
1000	672	2,243	842	1,685	75,506	31,305
Firebird	2,497	.....	859	3,881	43,476	110,592
Phoenix	815	1,917	650	2,126	85,190	40,734
G. Prix/B'ville ('83)	1,760	3,394	2,019	6,185	97,909	115,176
A6000	.....	1,558	.....	305	2,725	30,342
LeMans	.....	.....	.....	.....	42,027	.....
Pontiac	.....	.....	.....	.....	10,064	.....
VOLKSWAGEN	3,250	4,166	2,828	7,581	142,012	67,792
CHECKER	.....	25*	.....	.....	1,669*	2,163*
Total Cars, U. S.	113,398	130,168	97,403	311,205	5,406,562	4,208,314

CANADIAN CAR PRODUCTION

	Week Ended Oct. 23, 1982	Week Ended Oct. 24, 1981	Week Ended Oct. 16, 1982	Oct. to Date	Jan. 1 to Oct. 24, 1981	Jan. 1 to Oct. 23, 1982
AMERICAN MOTORS	.....	588	923	1,942	27,739	25,815
CHRYSLER CORP.	3,440	1,672	3,476	7,618	49,953	133,266
FORD MOTOR	3,736	3,623	403	5,909	175,912	235,221
GENERAL MOTORS	3,600	9,047	6,664	15,099	400,662	289,870
VOLVO	225	225	225	675	8,480	8,377
Total Cars, Canada	11,001	15,155	11,691	31,243	662,746	692,549
N. American Cars	124,399	145,323	109,094	342,448	6,069,308	4,900,863
N. American Trucks	47,357	49,409	46,382	130,662	1,795,120	2,004,841
North American Cars and Trucks	171,756	194,732	155,476	473,110	7,864,428	6,905,704

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.